

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 OPIC-03 CIAE-00 INR-07

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P 092219Z AUG 76
FM SECSTATE WASHDC
TO AMEMBASSY QUITO PRIORITY

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E.O. 11652: N/A

TAGS: BBAK, BDIS, EC

SUBJECT: ID CARD EQUIPMENT

REF: QUITO 5416; STATE 193299

1. ECUADOREAN EMBASSY HAS INFORMED US TENDER NOTICE FOR ID CARD EQUIPMENT PLACED IN MONDAY, AUGUST 9 ISSUES OF WASHINGTON POST, N.Y. TIMES, AND CHICAGO TIMES. SPECIFICATIONS CAN BE OBTAINED FROM EMBASSY MONDAY AND TUESDAY. NOTICE MENTIONS U.S. DEPT. OF COMMERCE PROVIDED LIST OF COMPANIES THAT MANUFACTURE ID CARD EQUIPMENT AND THAT ALL HAVE BEEN NOTIFIED BY TELEX. FYI COMMERCE PROVIDED FOLLOWING NAMES: POLAROID, AVANT, GENERAL BINDING AND HARCO INDUSTRIES, ALL BUT LATTER ALREADY KNOWN TO ECUADOREANS. NOTICE ENDS STATING IT IS BEING PUBLISHED TO CALL TENDER TO ATTENTION OF ANY OTHER COMPANY NOT NOTIFIED BY TELEX.

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2. ECUADOREAN EMBASSY ECONOMIC COUNSELLOR ORELLANA

DR. MACHADO CEVALLOS AND SR. JIJON CALLED ON COMMERCE
AUGUST 5. CONTRARY TO OUR EXPECTATIONS THAT ECUADOREANS
WISHED TO TALK DIRECTLY WITH POLAROID, GBC, AND AVANT WHO
HAD BEEN NOTIFIED TO THIS EFFECT IN ACCORDANCE WITH REFTEL,

ECUADOREANS ANNOUNCED INTENTION TO BEGIN PROCUREMENT
PROCESS ANEW CALLING FOR NEW BIDS. THEY REQUESTED
FURTHER NAMES OF U.S. COMPANIES TO CONTACT AND INITIALLY
WANTED TO PLACE AN ANNOUNCEMENT IN COMMERCE BUSINESS
DAILY. A BUREAU OF DOMESTIC COMMERCE SOURCE SUPPLIED
NAMES OF COMPANIES WHICH TURNED OUT TO BE EXACTLY THOSE
WITH WHICH THE ECUADOREANS HAVE BEEN DEALING PLUS HARCO
INDUSTRIES. WE ALSO ADVISED THEM THAT PLACEMENT OF
ANNOUNCEMENT IN COMMERCE BUSINESS DAILY WOULD TAKE ABOUT
ONE WEEK AND THEY SUBSEQUENTLY DROPPED THIS IDEA.
ECUADOREANS CLEARLY ARE ON A SHOPPING EXPEDITION TO FIND
COMPANIES IN THE ID CARD EQUIPMENT FIELD OTHER THAN THE
THREE MENTIONED ABOVE.

3. IN SEPARATE MEETING, ECUADOREAN MINISTER OF GOVERNMENT
MET WITH DEPUTY ASSISTANT SECRETARY RYAN. THIS WAS ESSEN-
TIALY A COURTESY CALL. HOWEVER, WHEN MINISTER ASKED FOR
U.S. GOVERNMENT DIRECT INTERVENTION IN THIS MATTER, HE
WAS TOLD USG NOT PREPARED TO GO FURTHER THAN PROVISION BY
COMMERCE OF NORMAL SERVICES ASSISTING POTENTIAL FOREIGN
BUYERS OF U.S. GOODS MAKE APPROPRIATE CONTACTS.

4. DURING DRAFT OF THIS CABLE, COMMERCE RECEIVED CALL
FROM JOE GANNON, INDUSTRIAL MARKETING MANAGER, INTER-
NATIONAL DIVISION, POLAROID. CONTRARY TO STATE REFTEL,
GANNON SAID POLAROID DOES NOT WANT TO BID OR IDENTIFY
ITSELF WITH THIS MATTER. HE SAID POLAROID WOULD NOT SHIP
FILM TO ECUADOREAN DISTRIBUTOR. HOWEVER, HE ALSO SAID
THAT U.S. IMPORT-EXPORT FIRMS WOULD RESPOND TO THE TENDER
NOTICE AND THAT FIRMS REACHING AGREEMENT WITH ECUADOREANS
COULD OF COURSE, ACQUIRE POLAROID FILM THROUGH NORMAL
MARKETING CHANNELS. HABIB

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